



The Real Estate ANALYST

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Editor

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A concise easily digested periodic analysis based upon scientific research in real estate fundamentals and trends. Constantly measuring and reporting the basic economic factors responsible for changes in trends and values....Current Studies....Surveys....Forecasts

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REAL ESTATE ECONOMISTS, APPRAISERS AND COUNSELORS

MORTGAGE INTEREST RATE

WE have at last completed our recomputations of the normal for real estate activity. The chart on the center spread of this report shows the revised figures. It will be noticed on this chart that the depression of the thirties is slightly longer and deeper than it appeared on all of our previous charts and that the present boom is not quite so great.

As pointed out in previous reports, as a country matures real estate activity has a tendency to subside until in a very old country the greater part of the real estate business consists of the management business, with brokerage playing a very small role.

This is true not only of countries but of cities as well. Our chartings of real estate activity in individual cities over a long period would indicate that in the early life of a city real estate transfers in relationship to the number of families in the community are very large but as the city gradually matures the real estate booms go to lesser and lesser heights.

On the basis of this experience in the past, we computed our normal and it was found that the normal had a downward tilt. With no reason for believing that this tendency had changed, we continued the same trend on our figures through the depression and up to the present time, but constantly realizing that at some time this downward trend must level out as it could never theoretically reach zero. The experience of the last 15 years has convinced us that the normal is no longer declining as rapidly as it formerly did and after considerable experimental work we have recomputed a normal for the years from 1930 on. Making this change in our normal changes the areas from the fashion in which we charted them before to the new charting shown on this spread.

We are not certain that it may not be necessary to revise our normal still further at some time in the future. It is always impossible to say what normal is at the present time. The best definition of normal is probably that a normal is an average of the past and future. If this be true, the normal for past periods can always be computed as the past and future in relationship to those periods are known, but in trying to compute the normal for the present we know only the past and must estimate the future. Certain basic changes may come about during the next few years which may alter many of the factors in the present picture until conditions which appear now to be extremely abnormal may be far closer to an average over the long period than they now appear.

(cont. on page 150)

INSURED LOANS

FEDERAL HOUSING ADMINISTRATION financing reached its peak in October 1941, at that time running approximately 123 million dollars worth of mortgages insured in a single month. Title II insurance fell rapidly during 1942, but was replaced during 1943, 1944 and the first part of 1945 by Title VI loans covering the insurance of war housing.

Starting last fall, however, Title II loans began to increase, but even this could not stop the declining trend of total loans insured. January 1946 was below any January since 1938. Since mortgage lending on residential buildings is running considerably above any time since the stock market collapse in 1929, apparently a larger percentage of present loans is not being insured by the FHA.

The chart on the bottom of the opposite page is quite interesting in that it shows the dollar total of insured loans held by different types of lending institutions. It is quite apparent that insurance companies and commercial banks have been the big reservoirs for insured mortgages, with mutual savings banks running slightly ahead of savings and loan associations. At the present time, however, insurance companies and commercial banks are holding practically $3\frac{1}{2}$ billion dollars worth of insured mortgages out of a total only slightly in excess of $4\frac{1}{2}$ billion.

We regret exceedingly President Truman's executive order placing the FHA under the National Housing Agency. Of all government agencies having anything to do with the housing and real estate picture, the Federal Housing Administration has been most helpful in stimulating private enterprise, and this has been done with a minimum of government supervision. The National Housing Agency has not, as a rule, seen housing from any angle except as a quasi public utility. We hope that Congress in permanent legislation will not combine agencies whose purpose and viewpoints are widely dissimilar.

MORTGAGE INTEREST RATE

(cont. from page 149)

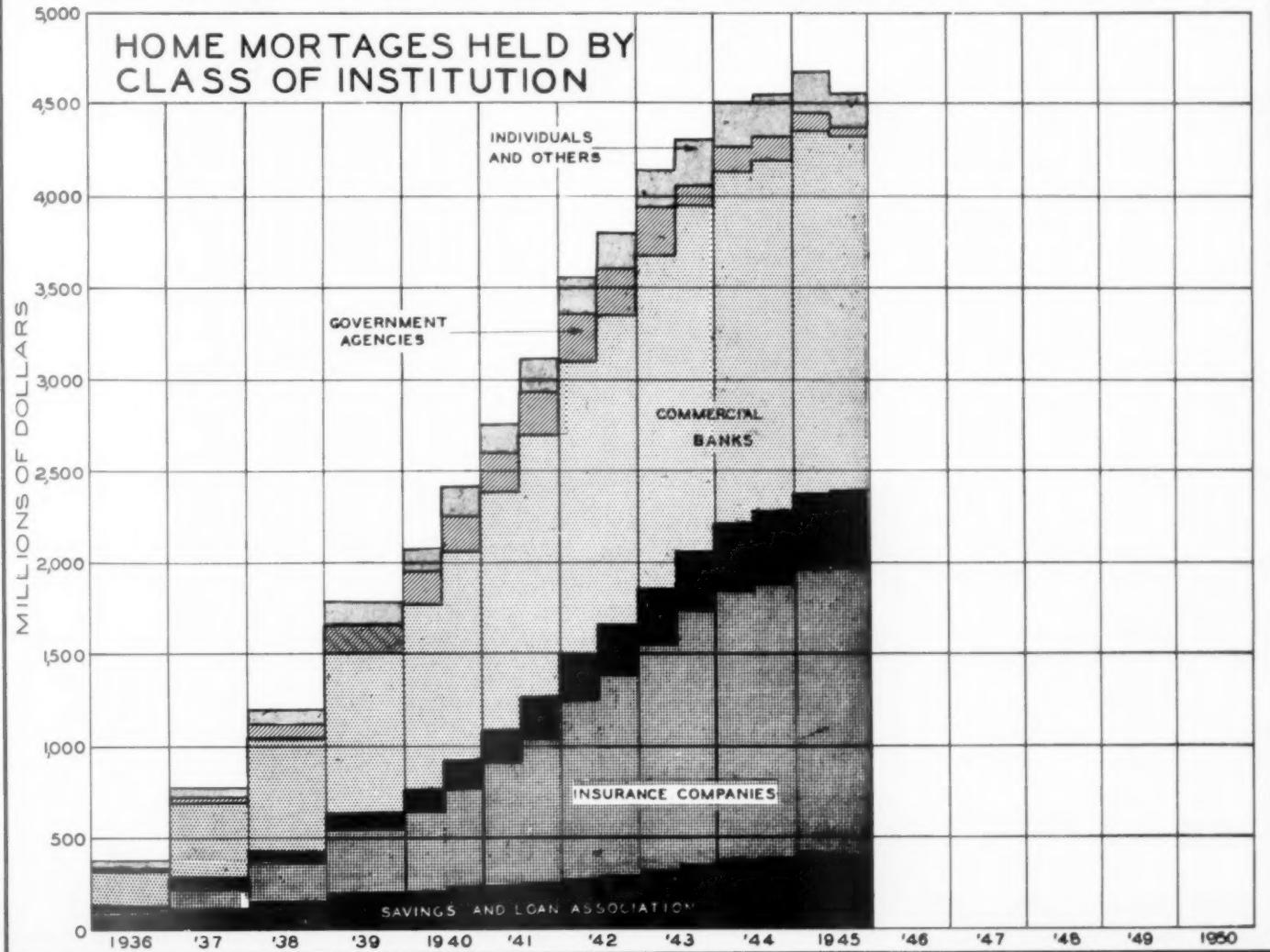
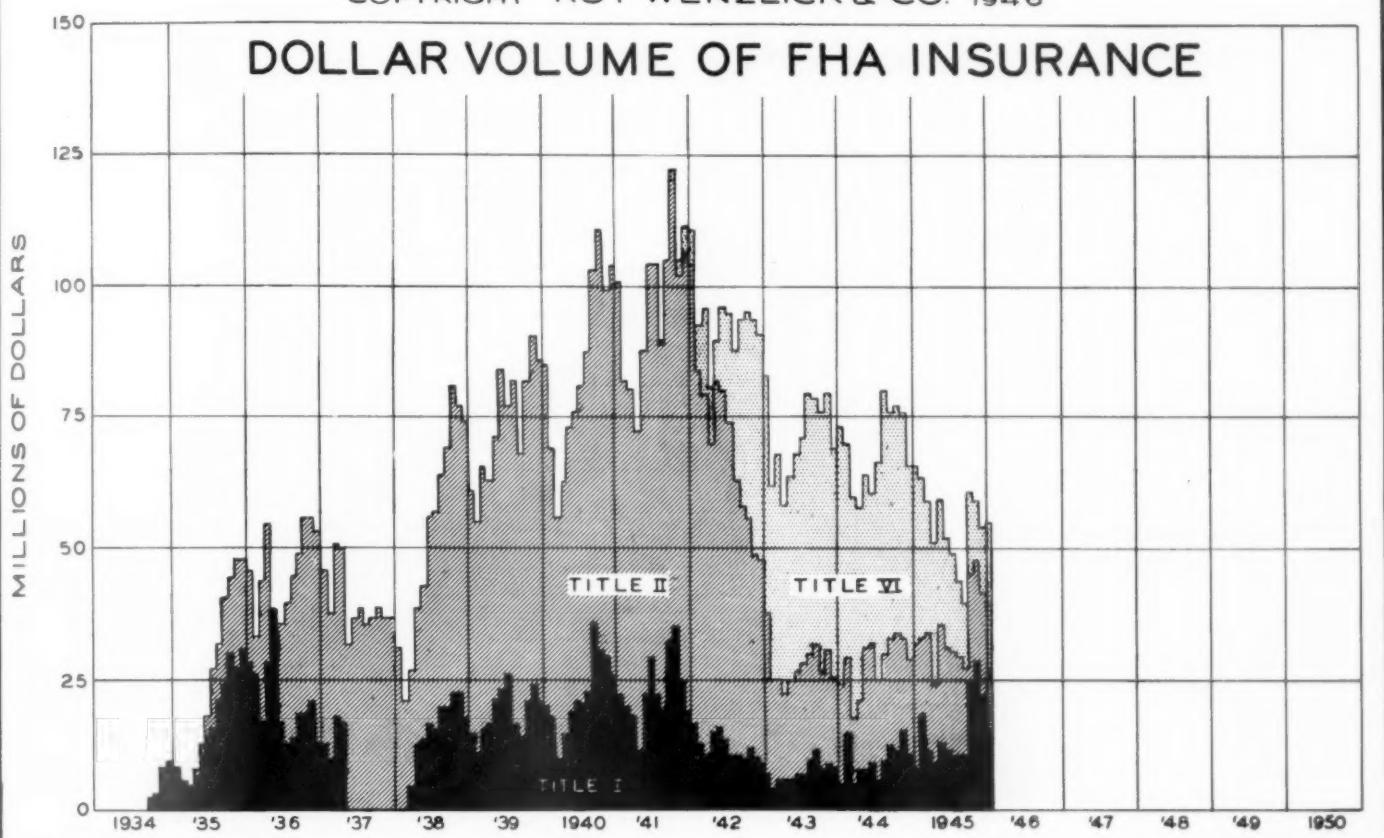
Real estate activity during April failed to increase by a sizable percentage for the first time in many months and, in fact, in many cities the number of voluntary transfers of real estate in relationship to the number of families, after correction for seasonal fluctuation, was below the level of the preceding month.

It is still too early to even guess whether this means that the boom which has reached such unusual heights is starting to level off. The drop may be due to the paralyzing effect of strikes and, if so, it may continue on our chart for several months. If strikes now subside and activity still fails to register further gains, it will be the first indication that the boom has reached a peak. Only if foreclosures start rising should there be cause for alarm. In the past a collapse of real estate prices has not occurred until activity had subsided for a number of years, during which foreclosures were gradually rising.

The chart on page 153 shows average interest rates on all mortgage loans made on Manhattan Island from 1879 to the present and all mortgage loans made in St. Louis from 1893 to the present. These two cities have been selected as Manhattan Island mortgages are primarily mortgages on large buildings, and
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FHA FINANCING

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(cont. from page 150)

St. Louis mortgages are primarily mortgages on single-family residences. The two lines on this chart, therefore, approximate what has been happening on the two types of property in most cities of the United States, with the probability, however, that mortgage interest rates on Manhattan Island have regularly been somewhat below the rates in other communities. This is due to the fact that so much mortgage money is loaned by organizations with their executive offices in New York City. This has the tendency of making mortgage money more abundant in that area than in areas which are farther removed from the source of the money. This in turn has a tendency to reduce the rate.

The colored panel at the top of the long spread shows the distribution of the Manhattan mortgage interest rates in detail over the period from 1875 to the present. On this chart the complete height of the band represents all mortgages made each month. The light pink portion of the band shows mortgages made at 6 per cent or more. In 1875 and 1876 all mortgages were made at 6 per cent or more and in 1922 in the early part of the year more than 95 per cent of all mortgages were made at 6 per cent or better. A similar condition existed in the latter period of 1929.

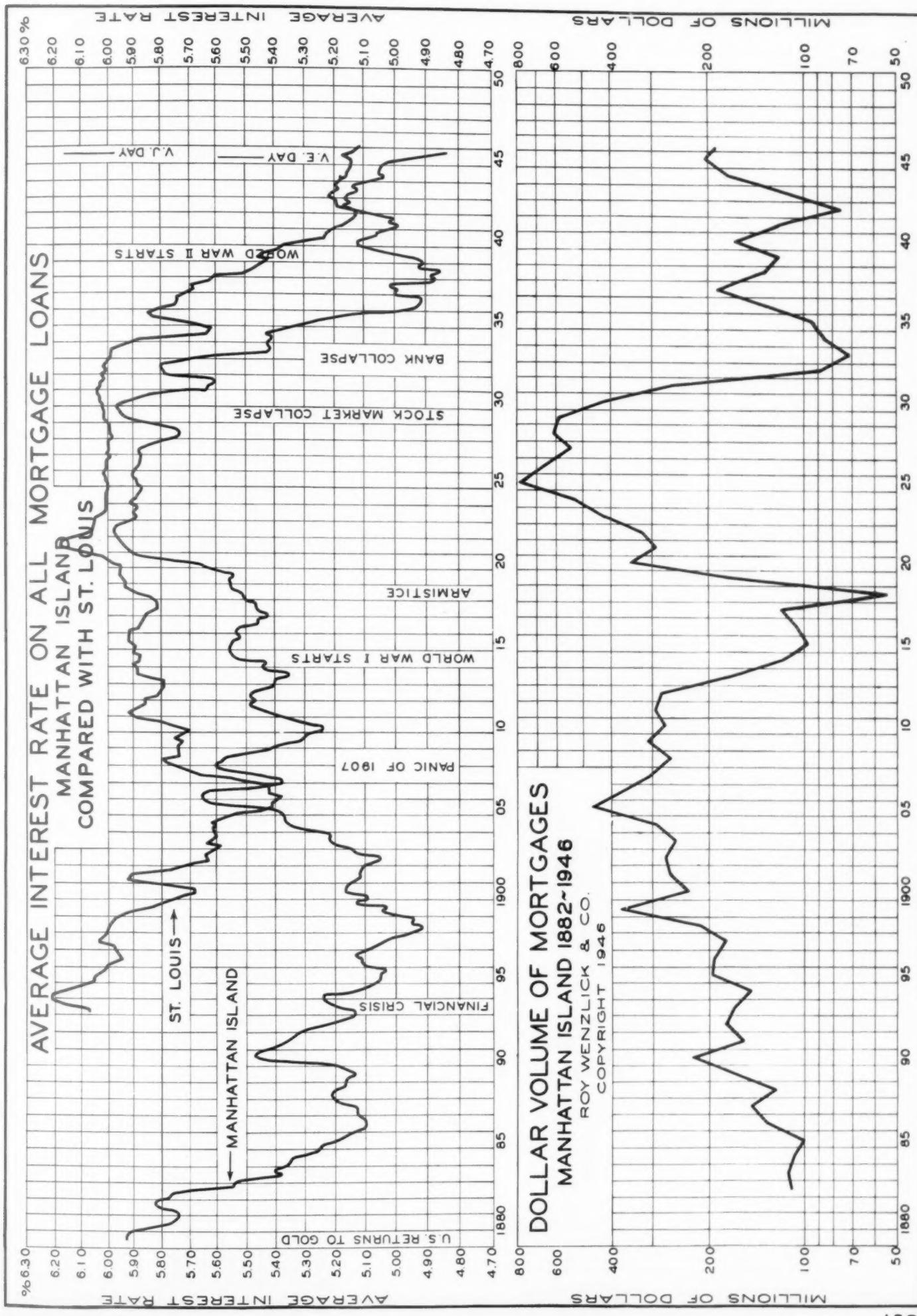
While a larger percentage of mortgages at the present time on large buildings are being made at 4 per cent or less, at no time during the big depression of the thirties or the recovery from that depression have so small a percentage of all mortgage loans in New York been made at less than 6 per cent as were made on that basis in the later eighties and the later nineties.

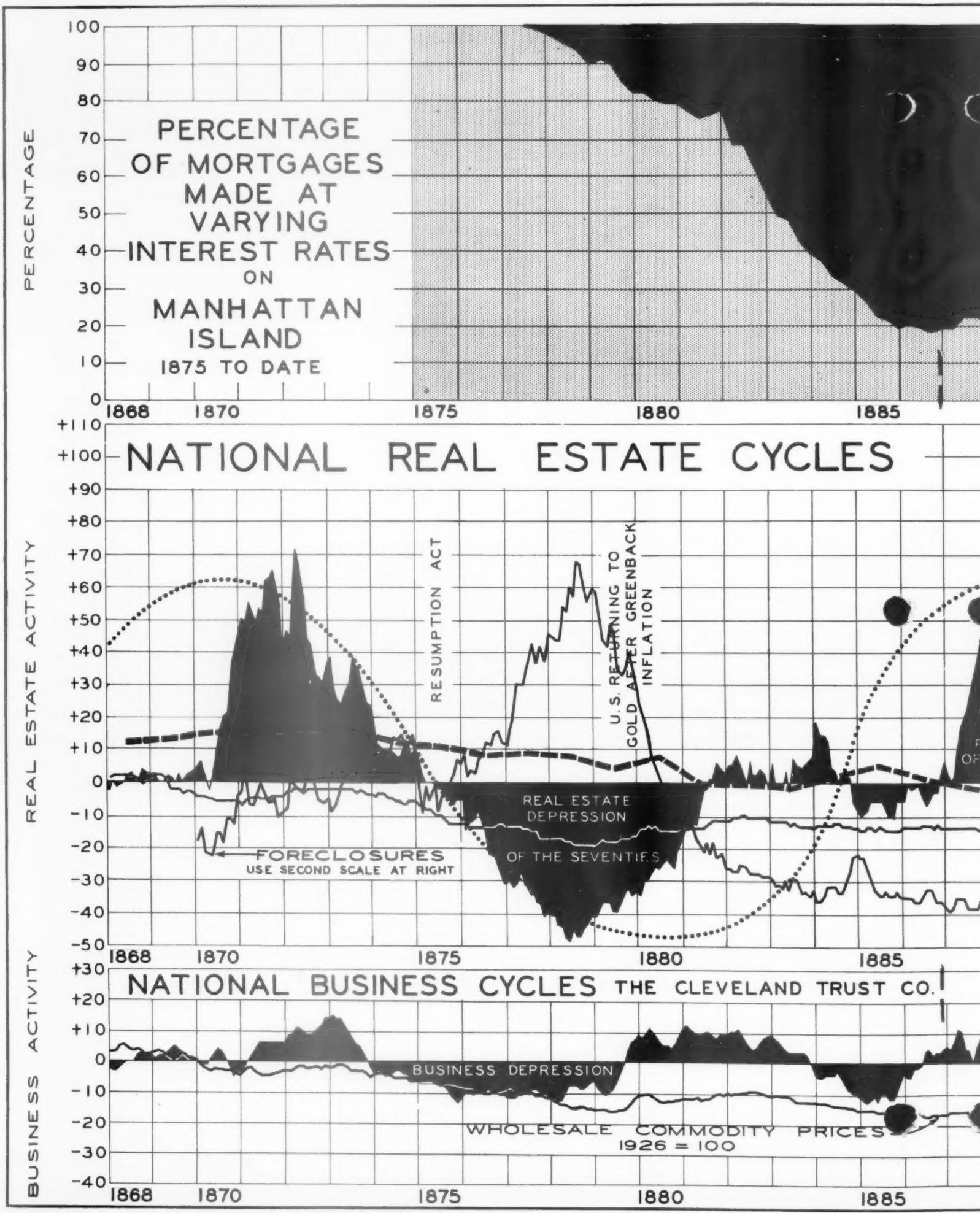
The percentage of mortgages made at 6 per cent or more has continued to drop since about 1943 and this drop has continued to the present time.

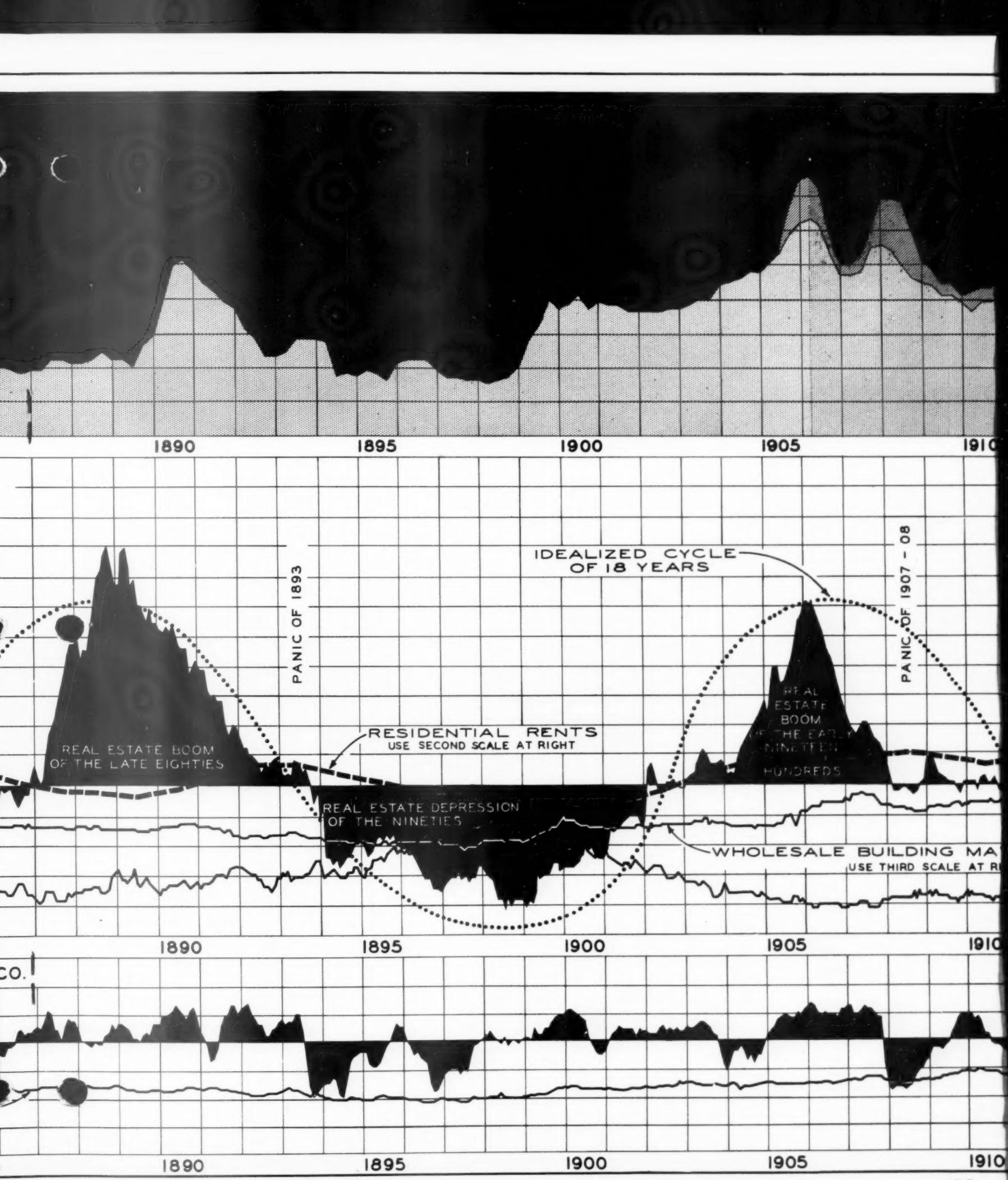
All mortgage lenders are primarily interested in the future of the mortgage interest rate. There has been tremendous pressure for lower rates during the period of the big depression and the war. The FHA was organized in 1934 in an effort to reduce the monthly payments on new homes in order to stimulate new building and to expand home ownership in the United States. By reducing the loading for risk in the mortgage interest rate, there can be little question but that the effect of the FHA during this period was to reduce monthly payments on residences and this resulted in a larger volume of building than would otherwise have occurred. It also resulted in a failure of rents and values on older buildings to rise by the percentages which would otherwise have been justified by the increase in construction costs. This benefited all tenants during this period, but unfortunately it also resulted in rents being frozen at a very low level during the war.

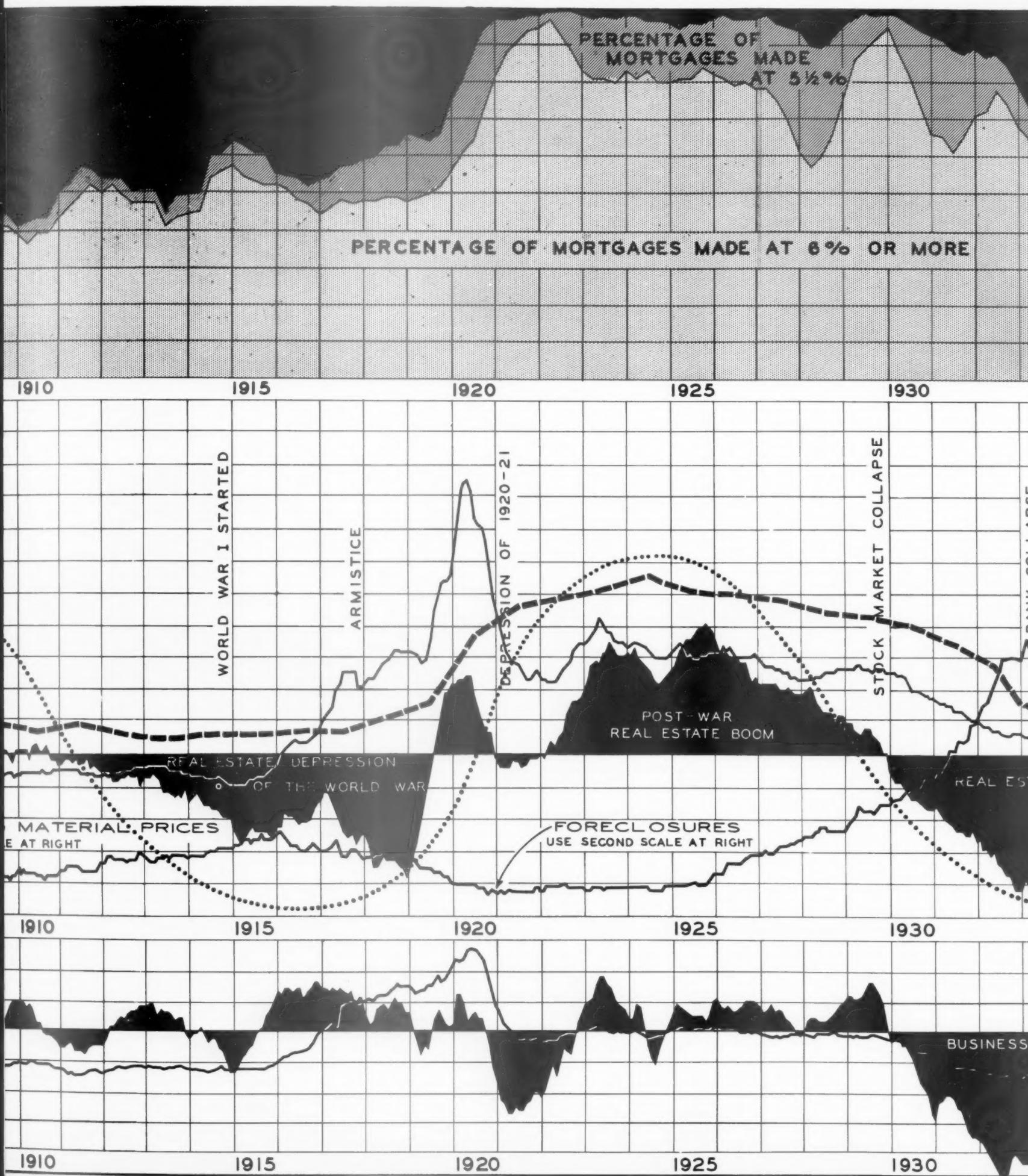
During the war period the tremendous pressure of the government on interest rates due to the necessity of war financing held rates at an abnormally low level and this low level has persisted to the present time. Marriner S. Eccles, the chairman of the Board of Governors of the Federal Reserve System, however, is very much worried about the inflationary implications of past government fiscal policies and apparently would favor a stiffening of general interest rates as one way to halt inflation.

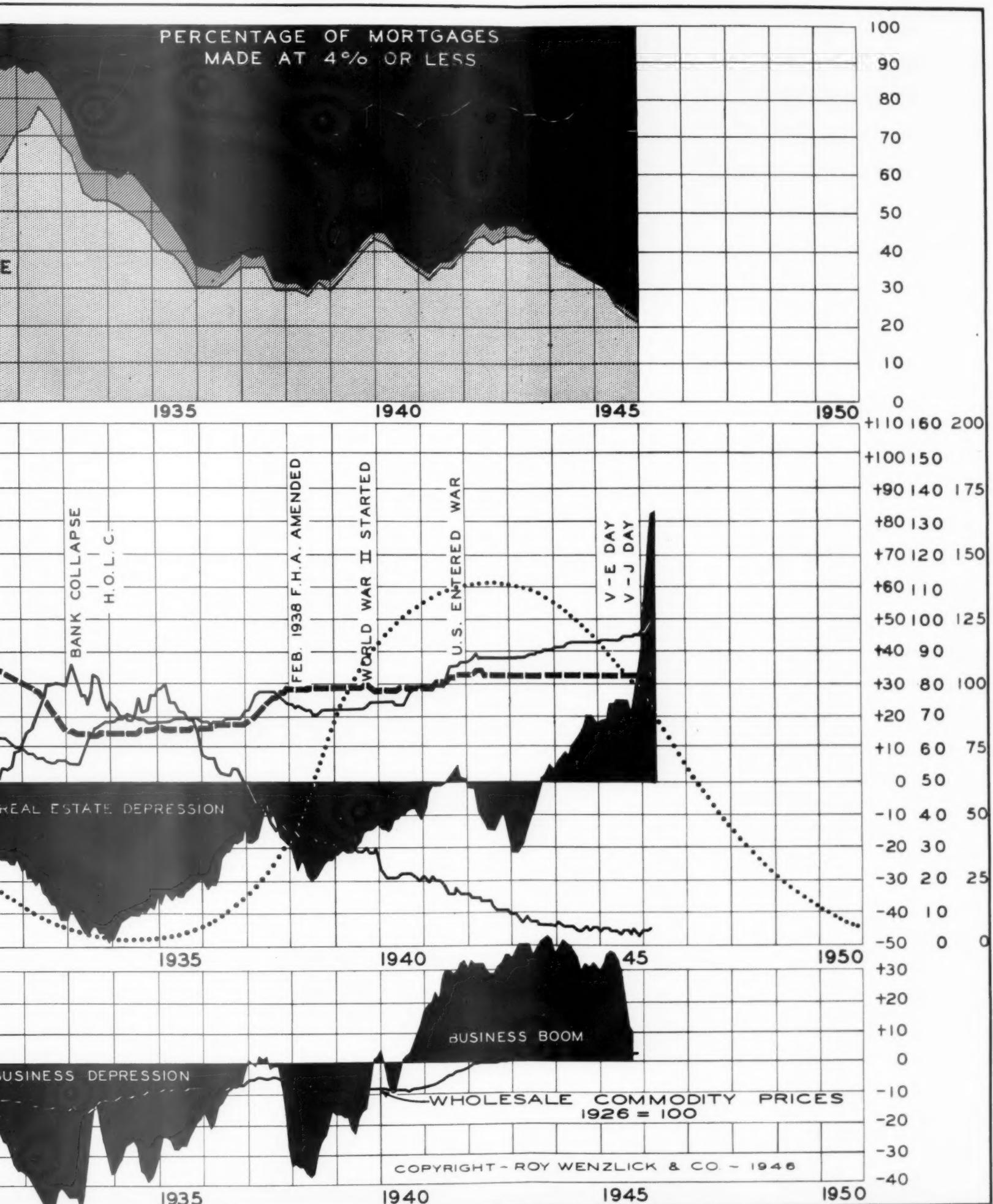
It appears to us that general interest rates have passed the bottom and that there will probably be an upward drift during the next few years. It seems probable, however, that mortgage interest rates will not show any tendency to rise during the next year or two but that the next major change in trend will be a slightly upward drift from the present extremely low levels.











BUILDING COSTS OF A STANDARD SIX ROOM
FRAME RESIDENCE BUILT IN ST. LOUIS

\$13,000

12,500

11,500

11,000

10,500

10,000

9,500

9,000

8,500

8,000

7,500

7,000

6,500

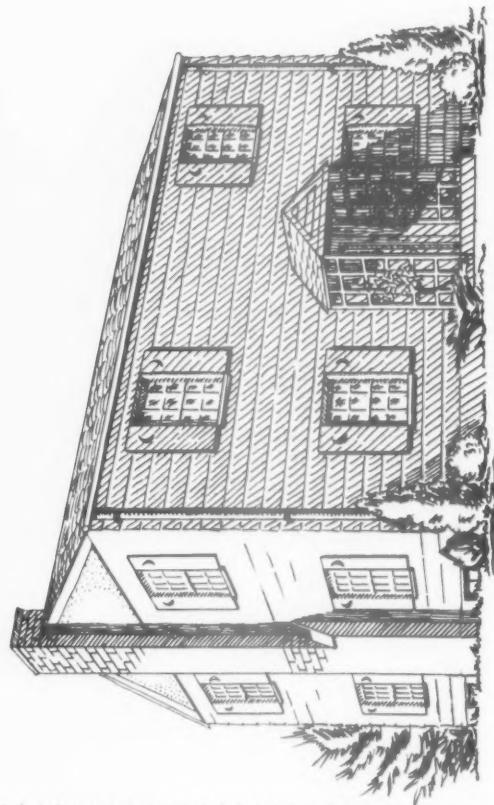
6,000

5,500

5,000

4,500

BUILDING COSTS IN DOLLARS



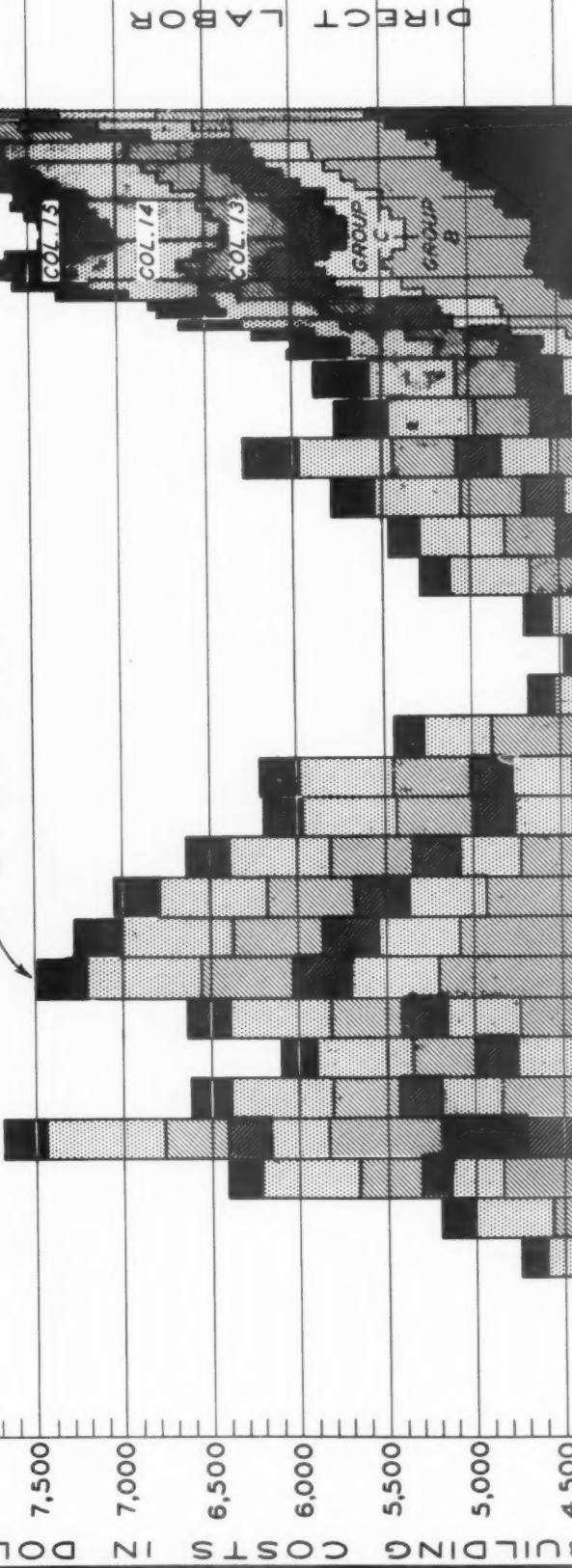
25,376 CUBIC FEET



OVERHEAD

DIRECT LABOR

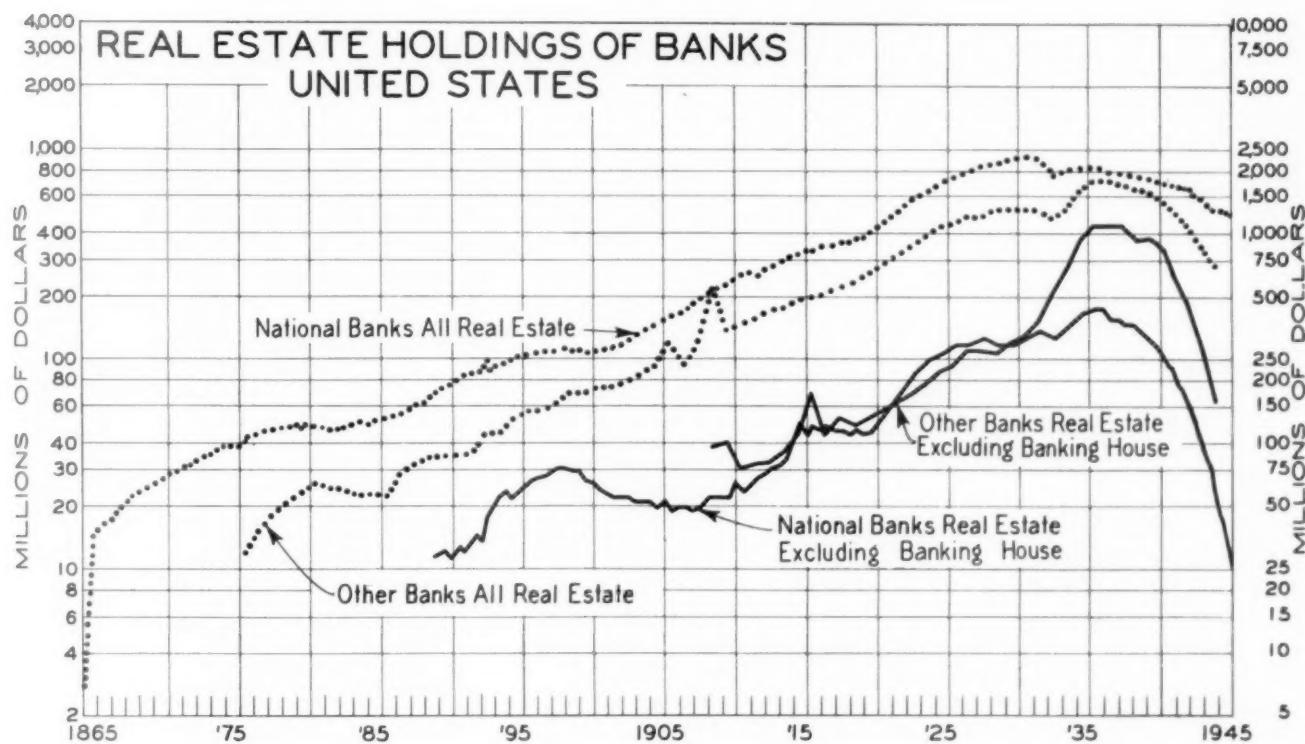
TOTAL COST



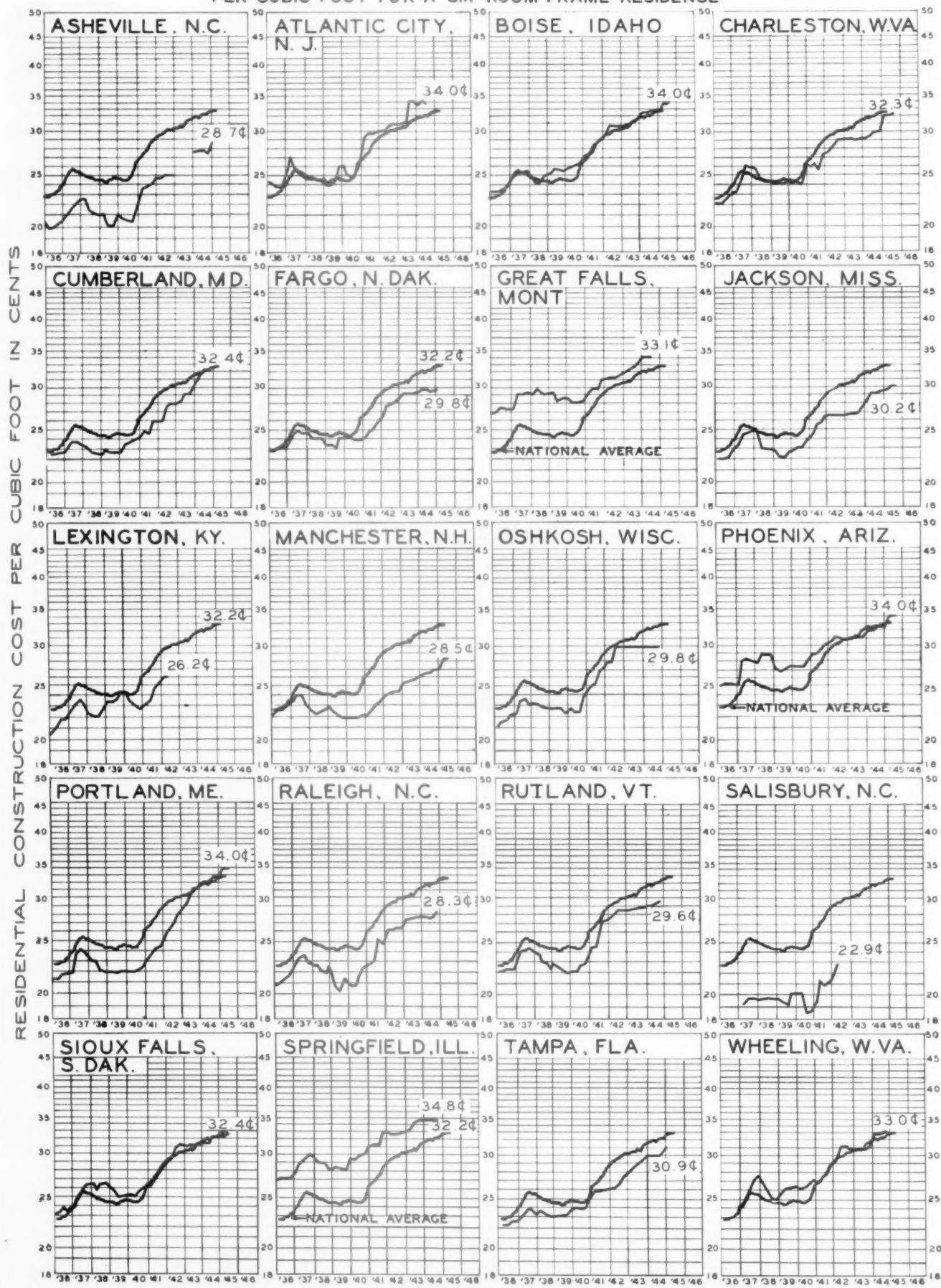
BANKS HAVE DISPOSED OF MOST REAL ESTATE

THE chart at the bottom of this page shows the dollar amount of real estate owned by all national banks in the United States for each year from 1865 to 1945. From 1889 to the present it has been possible to exclude from the real estate account of national banks the real estate used for banking house purposes. This is shown by the solid blue line on the chart, and it will be noticed that the real estate holdings of national banks, excluding the banking house, in the United States in millions of dollars are now less than they have been at any time since these figures are available. It is rather interesting to note that the banks now own less real estate than they owned at any time during the First World War period or the period of the real estate boom in the twenties.

The red line on the chart from 1909 to 1944 shows the real estate holdings of all banks other than national banks, including State banks, private banks and savings banks. These banks during the thirties acquired a great deal more real estate exclusive of their banking premises than national banks and have, therefore, been more slow in liquidating it. At the end of 1944 the real estate holdings of these banks were practically down to the level of the early twenties.



**RESIDENTIAL CONSTRUCTION COSTS
PER CUBIC FOOT FOR A SIX-ROOM FRAME RESIDENCE**



**RESIDENTIAL CONSTRUCTION COSTS
PER CUBIC FOOT FOR A SIX-ROOM FRAME RESIDENCE**

